

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 EA-07 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 SS-15 NSC-05
L-03 IO-13 /073 W
-----080549Z 066630 /13

R 080325Z MAR 77
FM AMEMBASSY VIENTIANE
TO SECSTATE WASHDC 7840
INFO AMEMBASSY BANGKOK
AMEMBASSY PARIS
AMCONSUL HONG KONG
CINCPAC FOR POLAD

C O N F I D E N T I A L VIENTIANE 0454

E.O. 11652: GDS
TAGS: EAIR IATA VN LA XX
SUBJECT: THE OVERFLIGHT FEE SWEEPSTAKES

REF: VIENTIANE 424

1. VIETNAMESE HAVE PROPOSED THAT, IF INTERNATIONAL AIRLINES UNALBE TO REACH AGREEMENT WITH LAO ABOUT FEES FOR DIRECT OVERFLIGHTS BETWEEN BANGKOK AND HONG KONG, THEY INSTEAD SKIRT CAMBODIAN COAST AND THEN FLY OVER HO CHIN MINH CITY AND SOUTHERN PART OF SRV EN ROUTE TO HONG KONG. THIS REPORT, WHICH CONTRASTS WITH SPECULATION ABOUT OVERFLIGHTS OF CAMBODIA REPORTED REFTEL, COMES FROM AMERICAN BUSINESSMAN IN LPDR WHO TALKED WITH AIR FRANCE MANAGER WHO IN TURN OBTAINED INFORMATION FROM IATA DIRECTOR GENERAL HAMMARSKJOLD DURING HIS STOPOVER HERE.

2. AMERICAN WHO DOES BUSINESS WITH LAO AVIATION SAID HE TOLD OFFICIAL THERE THAT LAO BETTER RECONSIDER THEIR HIGH OVERFLIGHT CHARGES TO AVOID BEING CUT OUT BY VIETNAMESE. HE NOTED THAT ROUTE OVER SOUTHERN SRV WOULD ONLY SAVE 15 MINUTES FLYING TIME FOR A BOEING 747 FROM
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PRESENT ROUNDABOUT ROUTE BUT 15 MINUTES OF FUEL WAS STILL A CONSIDERABLE SAVING, PARTICULARLY WHEN MULTIPLIED BY NUMBER OF FLIGHTS FOR EACH AIRLINE.

3. AMERICAN SAID LEGER ALSO HEARD FROM HAMMARSKJOLD THAT VIETNAMESE WOULD SOON BE SENDING IATA A WRITTEN PROPOSAL FOR LOWERING THEIR OVERFLIGHT FEES AND THAT WHEN HAMMARSKJOLD

RECEIVED THIS HE WOULD COME BACK TO VIENTIANE TO TRY TO
BARGAIN LAO DOWN.

4. AMERICAN NOTED THAT VIETNAMESE DID NOT SEEM EMBARRASSED
ABOUT CUTTING THEIR LAO COMRADES OUT OF OVERFLIGHT REVENUE,
JUST AS LAO HAD PREVIOUSLY INDICATED TO HIM THAT THEY WOULD
TRY TO GET UP ON VIETNAMESE IN HANDLING TOURIST TRAFFIC
FROM BANGKOK TO HANOI.
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Message Attributes

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Copy: SINGLE
Sent Date: 08-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
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